THANK YOU TO THE CALVERT MARINE MUSEUM BOARD OF GOVERNORS
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**Administration**
Sherrod Sturrock, Director  
Roxie Welch, Business Manager  
Vanessa Gill, Director of Development

**Board of Governors**
Barbara P. Gardner, Chairman  
Karen J. O'Brien, Vice Chairman  
Joanna A. Yakaitis, Treasurer  
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Marianne Harms  
Mark A. MacDougall  
Gary McKay  
Bruce Newell  
Mike Hart, ex officio  
Capt. Scott Starkey, USN, ex officio
Although the Board of Governors is not engaged in the day to day workings of the museum, we bring a variety of skills and backgrounds together to oversee the long term health of this organization. One of the largest projects we undertook during the FY’16 year was the expansion of our staffing and services within the Society.

Our goal was to strike a better balance between events fundraising and a more sustainable, long-term development. We acknowledge our success in raising annual funding through our concert series, museum store, membership and facility rentals. However, when we engaged in our first capital campaign in 2013, we recognized the museum’s ability to also raise funds from the business and private community.

With the museum’s continued growth, financial stability, and long term goals clearly identified, we decided the time was right for action. With the assistance of Vanessa Gill, Director of Development and Pat King-Jackson, an experienced development professional, we identified the needs, set realistic expectations, refocused responsibilities, retrained existing staff, and created a new senior position.

This new position will be the Director of Philanthropy and will oversee planned giving, endowments, annual giving, member solicitations, donor events, and corporate and foundation grants. We are excited about building our already robust Development Office and tapping into new revenue sources that have not previously been a focus of our Development Office team.

This carefully planned addition of a more traditional, but reliable, income stream would not have been possible without the income generated by our community-supported events and programs. As a result of building strong and unique fundraising opportunities like our concert series, Cove Point Lighthouse rentals, and museum facility rentals, we have been able to set aside the revenue required to hire the essential staff to move forward.

We believe the revenue generating events, combined with our new philanthropy endeavor, will help to secure the museum’s financial health for years to come.
This has been a remarkable year for the Calvert Marine Museum for many reasons. Our attendance broke 80,000 for the first time in our 46-year history, with a total visitation of 84,800. With all those visitors, new memberships rose dramatically, due partly to a very successful Waterside Concert Series, as did sales in our newly renovated Museum Store. Our volunteer corps grew to an astounding 465 active participants. Our educational programs were fully subscribed and the excited sounds of children could be heard in the museum year-round. The statistics you will read throughout this report paint a picture of a vibrant, healthy institution that is fully engaged in its community.

And that is our true purpose – to be the heart of our community, offering stimulation, opportunities, learning adventures, with a place for everyone. A museum that works makes connections between objects and ideas. In a county with a high percentage of transplants, we are a place that invites people to discover where in the world they are and how this place came to be the way it is. We are a safe space that invites intimate engagement with our natural and cultural environments. This synergy emanates from the people who work and volunteer here.

One of the key milestones of the year was the retirement of C. Douglass Alves, Jr. after 25 years at the helm. Only the second director following Dr. Ralph Eshelman, Alves presided over years of dramatic growth and expansion, serving as both a builder and stabilizer. As the third director of this institution, I appreciate our history, the accomplishments of the local founders, and all those who invested so much to make CMM better, stronger, more compelling. It is a weighty responsibility, and an exciting challenge.

Looking forward, we will continue to invest in our collections, expand our research efforts, improve our exhibits, and engage our audience through interpretation. Working closely with Calvert County Government, local businesses, our board, supporters, members, volunteers, and staff we will continue to “make the magic happen” at CMM every day. Thank you for your part in making the Calvert Marine Museum the special place that it is. Onward and upward!
The Calvert Marine Museum is a public, non-profit, educational, regionally-oriented museum dedicated to the collection, preservation, research and interpretation of the culture and natural history of Southern Maryland. We are dedicated to the presentation of our three themes: regional paleontology, estuarine life of the tidal Patuxent River and adjacent Chesapeake Bay, and maritime history of these waters.

Here you can explore how our prehistoric past, natural environment and maritime heritage come together to tell a unique story of the Chesapeake Bay. Over 84,800 people visited the museum in 2016, coming from across the country and around the world to experience our exhibits and programs.
The Paleontology Department is fortunate to have a pool of passionate avocational paleontologists who continue to donate hundreds of important fossils to our permanent collection. It would be difficult for our department to prepare and process these donations were it not for the help of our Paleo volunteers. Amid this ongoing boon, the Paleontology Department was also awarded three major grants.

The first grant came from the Institute of Museum and Library Services (IMLS) and provided funding to purchase Avizo 3D software, a David 3D Scanner, and a MakerBot Replicator Z-18 3D printer. It provided the museum the opportunity to print replicas of fossils and hands-on models for use in educational programming, public exhibits, conferences, and peer-reviewed journals. CMM Paleontologists may now visualize, analyze, and understand the scientific data in the collection in ways that would be unattainable by traditional means.

Inspired by our receipt of the IMLS grant, the Ellwood family (museum volunteers) provided funding to purchase a computer work-station to run the software associated with the scanner and printer, among other image and cataloguing programs currently in use. Without being asked to help, the Ellwoods recognized our need and moved to make it happen!

The third grant came as a result of a 2014 donation by Marilyn Silverthorn of a world-wide collection of thousands of sea shells gathered by her father-in-law Lieutenant General Merwin H. Silverthorn, USMC. Working closely with the Silverthorn family, the Calvert Marine Museum applied for and received a grant from the RSMIS Foundation of Houston, Texas. The grant was used to purchase state of the art Viking storage cabinets and archival specimen trays to properly preserve the Silverthorn Collection in perpetuity. Curation of the Merwin H. Silverthorn seashell collection has begun. CMM staff and Paleontology interns and volunteers have started to organize this large collection to maximize its scientific value and availability for researchers and for possible use in future exhibits.
After opening the River to Bay: Reflections and Connections exhibit in October 2014, the Estuarine Biology Department got right to work on its next big project, the revitalization of the river otter holding area. This popular, but dated exhibit was gutted and refurbished with $35,000 in support from the Board of County Commissioners and $75,000 in combined proceeds from the 2014 Bugeye Ball and private donations.

The new exhibit was unveiled in May 2016, and now includes a step-behind-the-scenes viewing window for guests, double the yard space for the animals, all non-corrosive materials, and a brightly lit enclosure. Behind the scenes, our skilled aquarists have added new otter enrichment activities and a diverse dietary program so the otters can truly be on exhibit every day at the museum.

Outside the walls of the museum, we have focused our attention on our Marsh Walk. Since 2014, volunteers have been meticulously removing invasive plants from our largest natural exhibit and replanting the area with native growing species. Twenty-five volunteers from Sea Scout Ship 548, Boy Scout Troop 347 and students from Calvert High School’s Future Farmers of America (FFA) program have actively participated in conservation of the marsh and upland areas. Their stewardship, combined with a $1,000 donation from the Calvert Environmental Trust for Youth, helped restore the marsh back to the way it would have looked when Captain John Smith arrived in 1607.

We are also proud to say this project was used by Brendan Malone to complete his Eagle Scout requirements by leading Troop 347’s youth in their phase of the effort.
A major highlight of FY’16 was a visit by the USS Calvert Associates. The USS Calvert was an attack transport built in Baltimore in 1942 and served the Navy until 1966. Veterans of the ship came to the museum to see the USS Calvert Collection of artifacts, photographs, and letters contributed by veterans over the years. This was their first visit to the ship’s namesake county as a group and also included a visit to the Prince Frederick Library to view a museum display on the USS Calvert.

A cooperative curatorial effort between Museum Registrar Robert Hurry and guest curator Jack Shaum brought to life the new exhibit “Vanished Steamboats – The Maritime Art of C. Leslie Oursler.” Maryland-born artist, Clarence Leslie Oursler (1913 – 1987) was passionate about painting ships, seascapes and waterside scenes of a bygone Chesapeake Bay. Shaum, a noted steamboat authority, became good friends with the artist and on his behalf, curated the exhibit that opened on May 7 and remained open until the end of the year.

One of the largest collections of memorabilia, documents and photographs to be gifted to the museum came from retired State Senator C. Bernard Fowler. Sen. Fowler was born in Broomes Island in 1924 and became the Patuxent River’s champion, fighting to raise awareness of man’s impact on the river’s quality. His annual Patuxent River Wade-In became his signature event and a public reminder of this struggle. Along with the College of Southern Maryland, his large collection of political and personal records were catalogued in FY’16. A series of on-camera interviews were also conducted with Sen. Fowler. His famous denim coveralls and white sneakers, used in the annual Wade-In, are also now on permanent display in the museum’s estuarium.

In addition to the new exhibits and archives, the year was a busy one for the museum’s watercraft collection. With the help of SMECO and Southern Maryland Crane, Inc., the Dee of St. Mary’s 76-foot mast was removed and the standing, running rigging, and mast hardware was replaced. The mast was re-rigged by the Dee crew and successfully re-installed four months later. The Dee now exceeds current USCG safety requirements and is a symbol of one of the many innovative projects that abound in the Maritime History Department.
In FY’16, two very talented Exhibits team members retired; long-time Exhibits Curator Jimmy Langley and Carpenter/Preparator Skip Edwards. A nationwide search was conducted in an effort to find the same high level of skill and creativity. After an extensive search, the museum welcomed Curator of Exhibits Carey Crane and carpenter Randy Parmer to the team.

Under Crane’s direction, the first project the new team undertook focused on the recently installed River to Bay – Reflections and Connections exhibit. Together, the team added a research section, migrations panel and new façade to enhance the refurbished otter viewing station. Subsequent projects included refurbishment of the Solomons model and installation of the changing exhibit Vanished Steamboats: The Maritime Art of C. Leslie Oursler. The purchase of a much needed large-format printer and a graphics/laminating machine followed. The equipment greatly improved the department’s ability to produce quality large format graphics. These graphics are used to create road signs that promote museum programs and events throughout the year.

The tradition of museum outreach and integration continued with our public schools through temporary exhibits and hands-on experiences. Student art work was featured in our lobby during Youth Art Month and in various other lobby exhibits and art shows. The Exhibits Department also inaugurated a new summer internship program in conjunction with St. Mary’s College. The program gave two students hands-on experience participating in exhibit development and production.

In spring of 2017, the Exhibits Department plans to open the Recreational Playground exhibit. Already well underway, the exhibit aims to capture the transformation of the local waters from a place of work to a place welcoming sport and recreational activities. The exhibit will include sections on fishing, powerboat racing and pleasure boating. It will also feature a large hand-painted mural by Tim Scheirer depicting life on the Patuxent through time.
The Education Department takes our exhibits and finds ways of enhancing the experience for guests of all ages. In FY’16, over 27,000 people participated in 427 educational programs or events. Through school programs we worked with 6,254 students from first through twelfth grades in museum-based, field-based, or outreach programs. The museum is part of the Maryland State Department of Education’s State Aided Institution Program, which enables us to subsidize Maryland student visits to the museum, greatly extending our reach.

Education staff are also responsible for a variety of programs aimed at young people outside of a formal school setting. During winter and spring break, special programming is offered daily at the museum. Our rapidly growing pre-school programs, Sea Squirts and Little Minnows supported by PNC Grow Up Great, allow children age 18-months through five years and their caregivers to explore new ways of learning together. Almost 4,000 people participated in these programs in FY’16.

Public programming and events for families represent a large segment of the educational effort. Visitors encounter educators and trained docents throughout the museum in the Skates and Rays exhibit, at the touchtank in the Discovery Room, in the Paleo Prep Lab, and at the Drum Point Lighthouse – all examples of public programming largely staffed by our volunteer docents. Annual events like the Solomons Maritime Festival, Sharkfest, and Patuxent River Appreciation Days are ‘community days’ when we welcome thousands of people to share the museum as an integral part of their lives. These, coupled with smaller events like OtterMania and Dino Daze, brought in over 12,300 visitors.

In FY’16, our PEM Talk series (Paleontology, Estuarine Biology, Maritime History) focused on the Vanished Era of Steamboats, picking up from the exhibit of Leslie Oursler’s paintings in the mezzanine gallery. Jack Shaum, guest curator, Dr. Ralph Eshelman, and Pete Lescher from the Chesapeake Bay Maritime Museum presented three perspectives on this exciting historic period.
One of the most exciting developments in recent years was the acquisition of the skipjack, *Dee of St. Mary’s*. This floating classroom has enabled us to develop very exciting environmental programming for upper elementary through high school students.

On May 24, 2016 the Calvert County Board of County Commissioners accepted full ownership of the *Dee of St. Mary’s* after a conditional three-year period to become part of the museum’s permanent collection. The *Dee* carried over 650 students in the 2016 season, logging over 68 sailing hours of Chesapeake Bay Field Lab programming. Program offerings have expanded to include an oyster ecology lesson for seventh graders, social studies lessons focused on John Smith for fifth graders, and a new human impact/plastics program for advanced placement Environmental Science high school students. Students not only learn about these subjects, but also have the opportunity to be crew as they raise sail and haul dredges or trawl nets and examine the catch.

During the 2016 season, an additional 403 people learned about the ecology of the Patuxent River and Chesapeake Bay and the history of the skipjacks through one of the 17 public sails or private charters. Weather permitting, the *Dee* also gave harbor tours during special museum events such as Patuxent River Appreciation Days and the Solomons Maritime Festival.

During the winter months, the *Dee* remained at the museum docked in the boat basin where dedicated staff and volunteers from the Patuxent Small Craft Guild, under the direction of Boatwright George Surgent, work on maintenance projects both large and small. At the close of the 2016 season, the *Dee* crew list included Captain Jim Black and First Mate John Fulchiron, as well as five back-up captains, four mates, five educators, eleven trained volunteer crew members, and four additional crew trainees.

Financial support for the *Dee of St. Mary’s* comes from a variety of sources including private charters, donations through the Plank Owner Program, sponsorships, the annual “Aww, Shucks Oyster Social” fundraiser, and earned income from public sails.
Our museum volunteers bring a wealth of experience, knowledge, and talent to the museum that they share with staff and visitors on a daily basis. In FY’16, the Calvert Marine Museum volunteer family logged 32,043 hours of service, equating to $846,256 of in-kind labor. Our volunteer family has grown to 465 active volunteers who have completed our training program and now work with staff on various museum operations. The museum also has over 400 special event volunteers that dedicate their time solely to the Waterside Concert Series.

Because so many of our volunteers bring very specialized skills to us, they often play key roles in completing some unique museum projects. Volunteer Tommy Younger, a retired engineering tech, worked side by side with exhibits staff building and installing the new River Otter exhibit. Tommy lent his carpentry skills to the project and greatly reduced the overhead labor costs of the project. He and his wife Sandra demonstrate the highest level of commitment to the museum by volunteering over 1,000 hours each a year.

A group of skilled volunteers also got together and built a replica of a wooden Ped-L-Craft, which was originally made in Solomons by M.M. Davis & Son shipyard. Based on research done by volunteer Tara Chaidez and staff member, Robert Hurry, Patuxent Small Craft Guild volunteers built a faithful copy of the 1939 Ped-L-Craft which was often seen in amusement parks, the Tidal Basin in Washington, D.C. and in the 1939 New York World’s Fair. The red, white, and blue painted craft can be taken out by visitors and is a welcomed addition to museum special events.

In support of this large group, the volunteer council was created and exists to recruit, train, and promote effective use of the volunteers. The executive board of the volunteer council consists of five elected members:

**October 2015 – September 2016**
- Judy Larsen, President
- Ray Brule, Vice President
- Margo Sinback, Recording Secretary
- Denita Sanders, Corresponding Secretary
- Tim Wakeman, Treasurer

**2015 Volunteer of the Year - Robert Pfeiffer**
The Calvert Marine Museum Society, Inc. was incorporated in 1984 to support the mission of the museum. This non-profit organization raises funds through donations, memberships, events, museum store sales, grants, and facility use rentals. In FY’16, the Calvert Marine Museum Society hit a new high and garnered over $1,140,892 in revenue to support the museum’s exhibits, programs, and preservation efforts.
The Society experienced a great deal of growth in FY’16, reaching new highs in membership, facility rentals and concert ticket sales. This growth represented not only a healthy influx of financial support for society events, but more importantly, demonstrated the overwhelming support the museum receives from our volunteers, members and the community.

A prime example of this support was our 2016 Bugeye Ball. Over 300 attended the lavish fundraiser, with 53 different individuals and businesses sponsoring the evening. Funds from ticket sales, sponsorship, and a raffle were dedicated to the challenges of maintaining our museum icon, the Wm. B. Tennison. This wooden vessel has been a part of the museum since 1985 and has provided countless visitors with a memorable cruise on the Patuxent River. Although the Tennison’s maintenance and care are never-ending, ball proceeds provided enough funding to stabilize and care for the Tennison well into the future.

The Dee of St. Mary’s also benefited from a special event in FY’16. Our first annual Aww Shucks fundraiser in support of the Dee brought 75 supporters out for an evening in the Patuxent Small Craft Center. Fresh oysters, live music and premium entrees donated by the local restaurants made this event the capstone fundraiser of the year and raised over $20,000 to replace the boat’s mast.

Our well-known Waterside Music Series was another highlight of the year. Three concerts were held in FY’16, which marked the 30th year the museum has presented live music in Southern Maryland. Supported by over 15,000 ticket buyers and 26 dedicated sponsors – The Barenaked Ladies, Violent Femmes, and Colin Hay kicked off the season with three hours of live music. Then Chris Young and William Michael Morgan serenaded over 4,500 on June 4, and Toby Keith wrapped up the year with the largest show ever held on the PNC Waterside Pavilion. Four video screens, a 40 foot catwalk and eight trucks of equipment were unloaded by volunteers for this memorable evening.

It is with the help of dedicated museum staff and hundreds of volunteers that the Society has been able to establish a steady revenue stream that provides funding for just about every aspect of the museum. Effective promotion of the museum’s attributes has also connected the museum to the community, resulting in the new highs seen in FY’16.
MEMBERSHIP
Lisa Howard, Membership Coordinator

Being a member of the Calvert Marine Museum Society means daily access to the exhibits and historical sites, as well as access to the education programs, private birthday parties, camps, and year-round special events. This group of friends and supporters swelled in FY’16 and reached a record high that topped 3,000 households.

The income earned from memberships is a key element in the financial strength of the Society. Our programs, exhibits, and new endeavors all benefit from the strength of our membership. More than 2,028 households renewed their membership, and 1,191 new members joined in FY’16, including five new members of the Bugeye Society.

Efforts to increase membership in FY’16 included an online campaign and booths at special events. Though much of the membership growth in FY’16 was driven by a strong summer concert series. The best seats in the house are reserved for members to purchase for every concert in the summer series. So the benefits of education, preservation and fun combine to increase the value of a membership and drive the numbers up each year.
FACILITY RENTALS  
*Megan Purdy, Facility Use Coordinator*

The artfully designed Corbin Pavilion and the rustic boat basin docks have become appealing and unique outdoor backdrops for the 12 wedding ceremonies, family reunions, and large corporate gatherings that were held in FY’16. Our indoor waterfront lounge provided an intimate meeting room for baby showers, birthday parties and small meetings and was renovated in FY’16. The new furniture, carpet, paint, and lighting make the lounge and its familiar view of the Drum Point Lighthouse a comfortable and welcoming space for up to 35 people.

The largest and most popular museum rental space is the Harms Gallery. With a prep kitchen, state-of-the-art audio/visual equipment, and 1,600 square feet of space, the Gallery accommodates up to 200 people. An added asset to the Gallery is a retractable wall which opens the room up to the lobby and allows for a free flowing space into the exhibits for large afterhours events. Brides, local businesses, and many Patuxent River NAS corporate partners have taken advantage of the versatile space. All our facility rentals not only earn additional income in support of the museum mission, but also expand our reach into the community by growing overall visitorship and museum recognition. In FY’16, facility rental events brought 3,214 additional guests to the museum.

Our off-site rental is the beautiful and serene Cove Point Lighthouse Keeper’s Duplex. The lighthouse is rented for three, four and seven days, and over 1,200 people either stayed or visited Cove Point in FY’16. The rentals have become a stable revenue generator for our programs and services, and a portion of the rental proceeds are set aside for the long-term maintenance and care of this 200-year-old site.
The Museum Store extends the mission of the museum, to interpret the cultural and natural history of Southern Maryland, by offering a well-curated selection of merchandise that encourages visitors to take home a special memory. The wide selection of books for adults and children allow visitors to continue to explore favorite topics. Proudly, many of our items are also made in America.

The six part-time employees and a dozen dedicated volunteers keep the store operating smoothly. We host in-store events, trunk shows and book signings throughout the year to promote our unique offerings. New merchandise is showcased on Facebook and Instagram, while the online store features books and items that are primarily unique to CMM.

The final piece of the 2014 renovation project, which expanded the store 25%, was completed in spring of FY’16 with installation of updated, energy efficient, LED lighting. The new lighting contributes to the warm and welcoming atmosphere in the store and plays a significant role in increasing store sales from pre-renovation levels. FY’16 brought record sales of over $380,000, an increase of 25% since the expansion.

Our members are strong supporters of our store, with 42% of our sales to members last year. CMM members enjoy a 10% discount every day and 20% off on the 20th of each month as a perk for membership.
The museum is part of Calvert County Government, and as such, county funds support buildings, utilities and personnel costs. Admissions and program income helps support the museum’s operating costs. Expenses related to membership, fundraising, and the Museum Store, as well as Society personnel, are paid for through funds raised by the Society and earned income. Our financial health is a tribute to the strong foundation built by county leadership and the energetic efforts of the Society.
Operating income from all sources during FY’16 (the period July 1, 2015 to June 30, 2016) was $4,497,165. As a division of Calvert County Government, a large portion of the museum’s support was received from Calvert County. However, earned income from admissions, educational program fees, Museum Store revenue, memberships, donations and fundraising events contribute significantly to meet the needs of the museum. The Calvert Marine Museum Society contributed $1.2 million toward the operating budget. Copies of the audited financial statements for Calvert Marine Museum Society are available upon request.

Grant funding is critical to the museum’s ability to be innovative and to constantly renew the experience for visitors. In FY’15 and FY’16, CMM received a total of $255,808 in grant funding, leveraging almost $400,000 in total project funding to support programs, program equipment, and capital improvements.

Grants supported our education programs, removal of invasive plants in the marsh, the purchase of a 3-D scanner and printer for use in the Paleontology Department, and the creation of a Children’s Garden by the Yard Arms. Grant funding also allowed CMM to create a new orientation film and purchase audio/visual equipment for the recently renovated Harms Gallery, to catalogue and purchase storage units for the recently donated Silverthorn collection to Paleontology, replace the boardwalk around the museum basin, and complete the renovation of the Maritime Gallery exhibit.

Typically a grant requires a match, which spurs giving and leverages funding from other sources, thereby widening our circle. And always, grants must adhere to the museum’s mission and support our stated core values. Grants are an important and valuable tool in fulfilling our mandate to educate and engage our visitors.
The Calvert Marine Museum Society has the responsibility of managing and investing two large endowments that have been funded using philanthropic donations to the museum. The Bird Barkman Group of Wells Fargo Advisors, LLC, manages the investment of these funds in accordance with guidelines adopted and approved by the Society’s Board of Directors. The portfolio balance as of June 30, 2016 is $4,250,754. A summary of the portfolio performance in FY’16 is provided in the table below:

**INVESTMENT SUMMARY**
(Period Ending 06/30/2016)

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<th>Investment</th>
<th>Market Value</th>
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<td>Dryden Endowment for Paleontology</td>
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<td>Other Investments</td>
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<td><strong>TOTAL</strong></td>
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**PORTFOLIO PERFORMANCE**
(Period Ending 06/30/2016)

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<td>Beginning Market Value</td>
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<td>Deposits Minus Withdrawals</td>
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<td>Net Invested Capital</td>
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<td>Investment Results</td>
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<td>Ending Market Value</td>
<td>$4,250,754</td>
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<td>Net Money-Weighted Returns</td>
<td>.77%</td>
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One of the greatest strengths of the Calvert Marine Museum is our deep roots in the local community which allow us to spread our influence while remaining true to our founding principles. The museum was built by the people of Solomons. It exists and thrives as a premiere regional destination thanks to the support of the thousands of members, the hundreds of volunteers, and the many friends who support us in countless ways.
The names listed below are registered volunteers who have gone through our training program. The hours shown are for FY’16. We also want to thank our many unregistered volunteers who work at events such as our concerts who are not listed below.

500+ HOURS
Ed Bahniuk ● Ray Brule ● Christa Conant ● Sylvia Dry ● Mike Ellwood ● Brian Forsyth ● Ed Gies ● Ilse Metz ● Tony Pettit ● Al Rondina ● Al Suydam ● Jim Wilson ● Bill Wright ● Sandra Younger ● Tom Younger

250+ HOURS

100+ HOURS

UP TO 100 HOURS
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